



**City of Santa Barbara**  
Airport Department

**DATE:** October 20, 2010  
**TO:** Airport Commission  
**FROM:** Karen Ramsdell, Airport Director  
**SUBJECT:** Lease Agreement – HG Data Company, Inc.

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**RECOMMENDATION:**

That Commission approve and authorize the Airport Director to execute a month-to-month Lease Agreement with HG Data Company, Inc., a California Corporation, for 1,172 square feet of office space in Building 351 and 720 square feet in Building 352, at 1409 and 1411 Norman Firestone Road, respectively, at the Santa Barbara Airport, effective October 1, 2010, for a monthly rental of \$2,706, exclusive of utilities.

**DISCUSSION:**

The subject Premises is located south of Hollister Avenue in an Airport Facilities (AF) zone.

HG Data Company, Inc. is a Santa Barbara data base management and software development company that has been an Airport tenant in good standing since 2005, operating as NOZA, Inc. NOZA specialized in the development of software and management of donor databases for non-profit organizations. The intellectual property and name of NOZA, Inc. were sold effective September 30, 2010. The principals have formed a new corporation, HG Data Company, Inc. which will continue to occupy the existing Premises. The use conforms to existing zoning.

The proposed monthly rental is based on a rate of \$1.43 per square foot for the office, R&D space, and is comparable to other buildings on the Airport for similar use and in similar condition.

In addition, HG will pay monthly utilities charges of \$65.50 for water, and \$35.25 for sewer service, for each building. Gas and electricity are paid directly.

The proposed Lease Agreement has been negotiated based upon the criteria set forth in Resolution 93-127, and has been reviewed and determined to be exempt from environmental review.

**PREPARED BY:** Business & Property Division

**ATTACHMENT:** Map